



# Achieving Procurement Efficiencies in a Budget-Constrained Environment

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# Comparison of Commercial and Military Production Satellites

Corporate | Contracts

## Military – WGS

## Commercial – SkyTerra

### *Similarities*

- ✓ Digital payload
- ✓ Phased array
- ✓ High Power 702 bus; 13,000 lb
- ✓ ~99% mission availability

**\$407M ~58 mo**

**\$250M ~36 mo**

# Traditional Procurement Efficiencies Example

## *Wideband Global SATCOM (WGS) Commercial-Like Follow-Ons*

### Corporate | Contracts

- Mature program: 4 satellites launched, 3 in production
- Implemented commercial practices on vehicles 7-9 to meet USAF affordability targets
  - Commercial practices Implemented
  - Single CLIN per satellite
  - Reduced Govt involvement – limited by contract terms
  - Reduced/tailored CDRL items
  - Commercial FFP terms – eliminates cost reporting
  - Reduced/tailored contract compliance documents
  - Commercial-like performance-based payments
- International Partnerships have funded vehicles 6 and 9



***Commercial practices saved USAF ~\$150M across 3 satellites***

